

Message Text

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ACTION NEA-10

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E.O. 11652: /A
TAGS: BTRA, BEXP, IZ
SUBJECT: BAGHDAD VISIT OF ALLIS-CHALMERS (A-C) CHAIRMAN

REF: BAGHDAD 785 (NOTAL)

1. SUMMARY: ALLIS CHALMERS CHAIRMAN DAVID SCOTT VISITED BAGHDAD
AUGUST 3-6 AND SAW THREE OF MOST INFLUENTIAL DECISION MAKERS IN
GOI.
HE WAS ENCOURAGED TO BID ON MAJOR PROEJCTS AND ABOUT ROLE US FIRMS
CAN PLAY IN IRAQI DEVELOPMENT. END SUMMARY

2. SCOTT WAS ACCOMPANIED BY MRS. SCOTT, TWO EXECUTIVE VICE-
PRESIDENTS AND NEW AREA VICE PRESIDENT FOR AFRICA AND
MIDDLE EAST (WILLIAM BELL).
VISIT WAS FOLLOW-UP TO INTRODUCTORY CONTACTS MADE LAST MARCH. SCOTT
HAD LENGTHY MEETING WITH ADNAN HAMDANI, SECRETARY GENERAL OF OIL
AFFAIRS AND FOLLOW-UP COMMITTEE, WHO IS ALSO MEMBER OF IRAQI BAATH
LEADERSHIP AND KEY ECONOMIC POLICY MAKER. HAMDANI STRESSED
THAT IRAQ IS IN A HURRY AND THEREFORE WISHES TO ATTRACT HIGH
TECHNOLOGY FIRMS SUCH AS A:C. HAMDANI COMPLAINED THAT U.S.
HAD NOT GIVEN ENOUGH ATTENTION TO IRAQ IN THE PAST. TWO
OTHER PRINCIPAL MEETINGS WERE WITH HASSAN FAHMI JUMA,
MINISTER OF AGRICULTURE,AND TAHA JEZRAWI, WHO IS
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MINISTER OF INDUSTRY AND ACTING MINISTER OF PLANNING AND

ALSO MEMBE OF RCC. JAZRAWI STRESSED THAT GOI WOULD AWARD CONTRACTS ON BASIS OF BEST AVAILABLE OFFER FROM WHATEVER SOURCE. ONLY IN MOST EXCEPTIONAL CIRCUMSTANCES WOULD POLITICAL CONSIDERATIONS BE A FACTOR. JAZRAWI GAVE SCOTT LIST OF MAJOR INDUSTRIAL PROJECTS THAT HAVE NOT YET BEEN TENDERED AND ENCOURAGED A-C TO PICK OUT SOME FOR FURTHS DISCUSSION.

3. ADMINISTRATIVELY, VISIT WENT SMOOTHLY WITH GOOD LIAISON BETWEEN MFA, ALLIS-CHALMER'S NEWLY APPOINTED LOCAL CONSULTANT AS WELL AS MIDDLE EAST AIRLINES AND USINT. USINT STAFF MET SCOTT PARTY ON ARRIVAL AT AIRPORT AND ASSISTED THROUG FORMALITIES. USINT PO HOSTED DINNER FOR PARTY AUGUST 4 AND USINT OFFICERS ACCOMPANIED PARTY ON TIGRIS CRUISE ON 5TH.

4. SCOTT SAID HE HIMSELF PLANS RETURN BAGHDAD IN NVEMBER WITH ENTIRE BOARD OF DIRECTORS AND WIVES. COMPANY WILL PURSUE NUMBER OF OPENINGS DESCRIBED TO THEM BY GOI TRIO, INCLUDING TURN-KEY PROJECTS TO MANUFACTURE TRACTORS, STEEL-PELLETS AND OTHER. SCOTT WAS PARTICULARLY INTRIGUED WITH PARTICIPATION IN POSSIBLE JOINT IRAQI-EGYPTIAN VENTURES. COMPANY ALSO ACTING AT ONCE TO RESPOND TO URGENT IRAQI IMPORT NEEDS FOR PUMPS AND OTHER KINDS OF CAPITAL EQUIPMENT.

5. COMMENT: FACT THAT SCOTT RECEIVED BY KEY ECONOMIC POLICY MAKERS ISSTRONG INDICATION THAT GOI DETERMINED TO MAINTAIN COURSE OF RAPID DEVELOPMENT IN COOPERATION WITH WEST, INCLUDING U.S., DESPITE RECENT CRITICISM FROM WITHIN REGIME (BAGHDAD 742). VISIT ALSO AGAIN PROVED VALUE OF U.S. FIRMS SENDING TOP EXECUTIVES TO IRAQ AS EVIDENCE OF SERIOUSNESS AND TO PROVIDE RECOGNITION IRAQI LEADERS HUNGER FOR.
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